

Message Text

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC PRIORITY 4754

INFO USDOC WASHDC PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, CVIS, MX

SUBJ: FOREIGN BUYERS' PROGRAM-PRINT 74- VISA PROBLEM

USDOC FOR (BIC/OED)

FOR USTS WASHINGTON

REF: MEXICO USDOC 9360

1. TRAVEL AGENCY HANDLING PRINT 74 GROUP REPORTS THAT SOME MEXICAN BUYERS MAY DROP OUT OF DELEGATION IF FORCED TO PAY B-1 VISA FEE. EMBASSY UNABLE EVALUATE SERIOUSNESS OF THREATS.

2. MEXICAN DELEGATION TO PRINT 74 WILL NUMBER SOME 80-100 BUYERS. EMBASSY CONSULAR SECTION STATES THAT IT WILL ISSUE B-1/B-2 VISAS TO DELEGATION MEMBERS. ACCORDING TO INSTRUCTIONS FROM DEPARTMENT (STATE 57867 MARCH 22, 1974), CORRESPONDING B-1 FEE OF \$16 FOR SINGLE ENTRY IS BASED ON STRICT RECIPROCITY. (SEE REFTEL FOR FURTHER EXPLANATION OF FEE REQUIREMENT). FEE REQUIREMENT HAMPERS EFFORTS OF EMBASSY

TO PROMOTE GREATEST POSSIBLE ATTENDANCE BY MEXICAN. MEXICANS WHO ATTENDED PREVIOUS FBP SHOWS ALSO PROTESTED FEE REQUIREMENT AND MANY DECIDED TRAVEL ON PREVIOUSLY ISSUED B-2 VISAS OR BORDER CROSSING CARDS ("MICAS"), RISKING PROBLEMS WITH INS AT PORT OF ENTRY.

3. MEXICANS ARE TRAVELING TO US AS BUYERS, NOT SELLERS, TO ATTEND DOC-SPONSORED EXPOSITION. IN ADDITION TO PLACING ORDERS FOR US EQUIPMENT AND MACHINERY THEY MAKE SUBSTANTIAL EXPENDITURES IN US

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FOR HOTELS, RESTAURANTS, TRANSPORTATION, NOT TO MENTION PERSONA

PURCHASES, ENTERTAINMENT, AND SIDE-TRIPS.

4. AS CONCERNS RECIPROCITY, US CITIZENS ATTENDING CONVENTIONS IN MEXICO HAVE BEEN GRANTED WAIVER OF BUSINESS VISA FEE. ACCORDING TO GERARDO HAMKEN, FOREIGN VISITORS DIVISION, WHEN US BUSINESSMEN COME TO MEXICO AT INVITATION OF GOM TO ATTEND GOVERNMENT-SPONSORED TRADE EXHIBITION, SUCH AS "MEXICO-THE BEST INVESTMENT", BUSINESS VISA FEE HAS ALSO BEEN WAIVED OR THEY ARE PERMITTED TO ENTER ON TOURIST VISAS.

5. OBJECTIVE B-5 OF CCP FOR MEXICO FY75 CALLS ON MISSION TO INDUCE GOM TO LIBERALIZE REQUIREMENTS FOR BUSINESS VISAS FOR US CITIZENS WISHING TO MAKE SALES OR INVESTMENTS IN MEXICO. IN CASE OF PRINT 74 WHERE MEXICAN BUSINESSMEN WISH TO VISIT US. TO MAKE PURCHASES, UNNECESSARY BARRIERS SHOULD NOT BE PLACED IN THEIR PATH. THIS IS IN CONTRAST TO SITUATION WHEN MEXICAN BUSINESSMEN TRAVEL TO US TO TRANSACT BUSINESS SUCH AS DIRECT SALES AND INVESTMENTS.

6. IN LIGHT OF ABOVE CONSIDERATIONS, POST RECOMMENDS THAT EITHER
(A) FBP PROVIDE FUNDS TO COVER VISA FEES FOR PRINT 74 GROUP OR
(B) B-1 FEES BE WAIVED FOR PRINT 74 GROUP.

ACTION REQUESTED: AS MEXICAN DELEGATION TO PRINT 74 MUST OBTAIN VISAS WITHIN NEXT FEW DAYS, EMBASSY WOULD APPRECIATE RESPONSE ASAP.

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